

## Message Text

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

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R 241546Z JUN 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO SECSTATE WASHDC 211

UNCLAS MOSCOW 9851

E.O. 11652: N/A

TAGS: BEXP, UR

SUBJ: SCHEDULE OF UPCOMING EVENTS FOR MOSCOW

COMMERCIAL OFFICE

REF: STATE 32657

1. EMBASSY APPRECIATES INFORMATION PROVIDED REFTEL  
AND IN JUNE 6 RICE-NILES LETTER ON SCHEDULE OF PROPOSED  
EVENTS FOR COMMERCIAL OFFICE.

2. IN THIS CONNECTION, EMBASSY NOTES INTENTION TURN  
RECRUITMENT FOR THREE OF PROPOSED JEEPS TO REGIONAL  
FIELD OFFICES. WHILE WELCOMING IDEA OF INVOLVING FIELD  
OFFICES MORE DIRECTLY IN TRADE PROMOTIONAL EFFORTS HERE,  
WE HAVE SOME DOUBTS ABOUT FEASIBILITY OF LEAVING  
RECRUITMENT EXCLUSIVELY TO ONE OR TWO REGIONAL OFFICES.  
SOVIET MARKET IS UNIQUE IN SEVERAL RESPECTS AND  
WE WONDER WHETHER REGIONAL OFFICES ARE SUFFICIENTLY  
AWARE OF REQUIREMENTS OF THIS MARKET. SECONDLY, WE  
SEE DANGER THAT BY RESTRICTING CHOICE OF COMPANIES  
TO THOSE LOCATED IN ONE GEOGRAPHIC AREA WE WILL RUN  
RISK OF EXCLUDING COMPANIES IN BEST POSITION TO DO BUSINESS  
HERE. FOR EXAMPLE, AS NOTED IN MOSCOW 9662, MAJOR  
US COMPANIES IN CHROMATOLOGY/SPECTROSCOPY AREA IN TERMS  
SALES TO USSR ARE LOCATED IN CALIFORNIA (VARIAN  
AND HEWLETT-PACKARD) OR CONNECTICUT (PERKIN-ELMER) AND  
NOT IN DALLAS OR PHILADELPHIS.

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3. WE NOTE PROPOSED JEEP ON OFFICE EQUIPMENT/RETAIL

TRADE MODERNIZATION IN JUNE 1975. THIS IS VERY PROMISING  
AREA, BUT WE QUESTION TIMING IN VIEW SCHEDULED COMPUTER/  
OFFICE EQUIPMENT EXHIBITION SCHEDULED FOR SEPTEMBER  
1975. PROPOSED JEEP AND SEPTEMBER 1975 EXHIBITION WOULD  
APPEAR TO OVERLAP IN SEVERAL RESPECTS.

4. EMBASSY'S COMMENTS ON PROPOSED TECHNICAL SALES SEMINAR  
COVERING WATER PURIFICATION, TREATMENT AND DESALINIZATION  
(STATE 131323) WILL FOLLOW SEPTTEL.  
STOESSEL

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 JUN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Page Count:** 2  
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**Reference:** STATE 32657  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** elyme  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13 JUN 2002 by phillir0>; APPROVED <14 JAN 2003 by elyme>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SCHEDULE OF UPCOMING EVENTS FOR MOSCOW COMMERCIAL OFFICE  
**TAGS:** BEXP, UR  
**To:** COM  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005